

Message Text

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21

ACTION OPIC-06

INFO OCT-01 NEA-10 ISO-00 EB-07 AID-05 COME-00 (ISO) W

----- 078970

R 281235Z JAN 76

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 5337

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E.O.11652: N/A

TAGS: EINV, IR

SUBJ: OPIC REGISTRATION 265-76-110 (FISCHBACK-MOORE)

REF: STATE 019605 AND PREVIOUS

1. LOCAL REP OF FISCHBACK-MOORE (F&M) INFORMS EMBASSY THAT TENDER COMMITTEE OF KHUZESTAN WATER AND POWER AUTHORITY (KWPA) STILL HAS UNDER CONSIDERATION BOTH F&M'S BID AND THAT OF COMPETING EUROPEAN CONSORTIUM. MOST RECENTLY, KWPA OBJECTED TO F&M'S INCLUSION OF SOME EQUIPMENT FROM WESTINGHOUSE OF SPAIN AND ASKED THAT THIS EQUIPMENT BE DELETED. F&M CONCURRED. THEREAFTER, AND SUBSEQUENT TO KWPA'S REQUEST THAT F&M MAKE FURTHER PRICE REDUCTION, KWPA ASKED F&M FOR NAMES OF U.S. MANUFACTURERS OF THE EQUIPMENT TO BE SUPPLIED BY F&M. F&M HEADQUARTERS IN DALLAS HAS DECLINED TO FURNISH THESE NAMES AND F&M'S OFFICE HERE IS NOT OPTIMISTIC ON FINAL OUTCOME. REP STATES ALSO THAT ENTIRE CONTRACT NO LONGER HOLDS GREAT INTEREST FOR F&M.

2. WHEN EMBOFF ASKED LOCAL REP WHETHER AN EMBASSY QUERY TO KWPA HEADQUARTERS IN AHWAZ WOULD BE DESIRABLE FROM COMPANY'S POINT OF VIEW, HE REPLIED IN THE NEGATIVE. HE APPARENTLY FEELS THAT SUCH AN INQUIRY WOULD ONLY SERVE TO EXACERBATE POINTS OF DIFFERENCE BETWEEN F&M AND KWPA; I.E., PRICE AND NAMES OF U.S. EQUIPMENT MANUFACTURERS. EMBASSY, OF COURSE, IS HAPPY TO SUPPORT F&M'S BID IN ANYZQZ IT CAN BUT DOES NOT BELIEVE IT SHOULD PURSUE MATTER INDEPENDENTLY WITH GOI IF COMPANY ITSELF BELIEVES THIS WOULD BE COUNTERPRODUCTIVE.

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3. EMBASSY WILL ONCE MORE REMIND GOI (MINISTRY OF ECONOMIC AFFAIRS

AND FINANCE) THAT OPIC WOULD LIKE TO RECEIVE GOI'S WRITTEN
CONFIRMATION OF APPROVAL FOR OPIC INSURANCE FOR U.S. CONSTRUCTION
AND SERVICE COMPANIES. ANY REPLY RECEIVED WILL BE PROMPTLY
TRANSMITTED TO WASHINGTON.
MIKLOS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Draft Date: 28 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976TEHRAN00863
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760033-0606
From: TEHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760112/aaaaakbj.tel
Line Count: 66
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION OPIC
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 STATE 19605
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 09 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 JUN 2004 by GarlanWA>; APPROVED <09 JUN 2004 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: OPIC REGISTRATION 265-76-110 (FISCHBACK-MOORE)
TAGS: EINV, IR, OPIC, FISCHBACK MOORE
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006